

Ritco Logistics Limited

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Ritco Logistics completed the Q2 FY25 on a Strong Note

Performance Highlights for Standalone: Q2FY25 vs Q2FY24

- Total Income of Rs 279.09 Crores, growth of 18.94% y-o-y
- EBITDA of Rs. 22.63 Crores, growth of 17.96% y-o-y
- EBITDA growth in absolute terms.
- PAT of Rs. 11.45 Crores, growth of 34.21 % y-o-y
- PAT margin at 4.10 %

Performance Highlights for Consolidated: Q2FY25 vs Q2FY24

- Total Income of Rs. 279.09 Crores
- EBITDA of Rs. 21.51 Crores
- PAT of Rs. 10.33 Crores
- PAT margin at 3.70%

Commenting on the performance, Mr. Manmohan Pal Singh Chadha, Chairman, said:

In the second quarter of FY 2024-25, Ritco Logistics Ltd., a pioneering force in logistics and supply chain solutions, proudly unveils its latest innovations designed to redefine the industry landscape. Driven by an unwavering commitment to operational excellence, environmental responsibility, and exceptional customer service, Ritco continues to lead with solutions that exceed modern standards.

Amid a stable macroeconomic environment, Ritco Logistics has consistently delivered outstanding results across all business sectors, surpassing even the most ambitious forecasts. The company has seen notable growth in the steel and cement sectors, setting new benchmarks in efficiency. Despite the challenges of inflation affecting the industry, Ritco maintains a balanced and positive outlook, ready to lead with innovation and excellence.

Despite rising competition and high freight costs, Ritco Logistics Ltd. remains resolute in its vision to establish a leading empire of integrated multimodal logistics solutions. The company's enduring success is built on a strong value system and the resilient spirit of its workforce. In an increasingly dynamic global landscape, Ritco Logistics Ltd. stands as a hallmark of excellence, offering a comprehensive suite of tailored logistics services designed to support businesses of every size and industry.

By embracing advanced technology and fostering a wide network of strategic partnerships, Ritco has not only set new standards but redefined the essence of reliability and timely delivery. Ritco's unwavering dedication to innovation and excellence has solidified its status as an undisputed leader in the industry.



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Driven by a relentless commitment to innovation, Ritco Logistics Ltd. has invested significantly in cutting-edge infrastructure, sophisticated fleet management systems, and a team of unmatched experts. Utilizing the power of data analytics and artificial intelligence, the company optimizes routes, curbs fuel usage, and actively reduces its carbon footprint, setting a leading example in environmental responsibility. Furthermore, in collaboration with its technology partner 'Trucks Up' Ritco effectively manages freight costs with enhanced operational efficiency.

Ritco Logistics Ltd. has forged strong alliances with key players across the global supply chain, enabling seamless integration and expansive reach across continents. As the industry evolves, Ritco remains at the forefront, anticipating and adapting to the shifting demands of logistics to provide its clients with exceptional service and steadfast support. With Ritco as a partner, businesses are in the hands of an industry visionary, positioned to redefine the very essence of logistics. Ritco is emerging as a fast-growing integrated logistics company in India, strategically focusing on infrastructure development, particularly for bulk movement sectors such as steel, cement, coal, minerals, and solar. On the back of a strong growth outlook, Ritco has invested in high-capacity trailers for the movement of steel, coal, and cement for reputed customers. The objective is to provide cost-effective, long-term services while increasing efficiency through controlled operations, supported by long-term contracts.

We have successfully raised INR 100 Crores through the preferential issue of shares out of which INR 20 Crores will be used for our digital platform 'Trucksup' and INR 80 Crores will be used in the growth of Ritco.

Our EBITDA for the quarter stood at Rs 22.63 crores, a growth of 17.96 % y-o-y with margins of 8.11%. We expect margins to improve in the coming quarters with an increase in utilization levels. Profit after Tax stood at Rs. 11.45 crores, a growth of 34.21 % y-o-y.

"At Ritco Logistics Ltd, our dedicated team is fueled by a steadfast commitment to designing customized logistics solutions tailored precisely to our clients' specific requirements. We see logistics not as a mere support role, but as a driving force behind business growth and success. Our primary goal is to exceed expectations consistently, elevating industry standards to new heights. We accomplish this by delivering services of exceptional quality, grounded in a culture of continuous innovation and improvement. Our clients trust us for a level of logistical excellence that truly stands apart in the market.

In a relatively short time, Ritco has established itself as a leader in transporting steel, cement, and other essential metals and minerals. This accomplishment highlights our strategic focus and our agility to thrive in competitive markets.

Looking ahead, we are enthusiastic about expanding our capabilities through advanced and innovative technology. Our infrastructure-centric logistics approach empowers us to deliver superior efficiency, reliability, and scalability for our clients. Additionally, our commitment to sustainable growth ensures that our progress is both economically sound and environmentally responsible. At Ritco Logistics Ltd., we go beyond being a logistics provider and we are a dedicated partner in our client's success, guiding them confidently through the complexities of today's business environment," said Sanjeev Kumar Elwadhi, CEO & Managing Director of Ritco Logistics Ltd.

About Ritco Logistics:

With Q2 revenues of Rs. 279.09 Cr, Ritco is India's one of the leading integrated supply chain and logistics solutions provider. Ritco group with expertise developed over two decades has an extensive network of branches, 3.5 lac sq.ft. of warehousing space and a strong team of trained employees. With its customer-centric approach, world-class resources, state-of-the-art



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technology and professional management, the group follows strong corporate governance and is committed to value creation for its stakeholders and the society.

Ritco Contract Logistics:

India's leading surface transport entity. This division is fully equipped to provide total transport solutions for cargo of any dimension or product segment. It transports cargo on FTL (Full truck load)/Needs base load / Over Dimensional cargo. Ritco is one of the few technologies enabled and system oriented logistics companies which believe in customer delight and providing cost effective integrated logistics services. We strategically expended our share in few steel companies towards South and East from North and West and South from East considering the expansion of our business in Southern part of the India

Ritco Supply Chain Solutions:

Ritco Supply Chain Solutions is a single window enabler of integrated supply chain solutions right from conceptualization and designing the logistics network to actual implementation. The core service offerings are Supply Chain Consultancy, Inbound Logistics, Warehousing / Distribution Centre Management & Outbound Logistics, In Plant Operations and Yard Management.

Ritco Multi-Modal Solutions:

An end-to-end multimodal logistics solutions provider, in joint support with Private Train operator and Concor. This segment synergizes the strengths, infrastructure and capabilities of Ritco with rail infrastructure of Private Train operator & Concor. It establishes a cost-effective integrated rail-road service. To expand the Multi-Modal business, we onboarded Mr. Surya Narayan Singh as VP of Multi-Modal division.

Ritco Fleet Management:

A strength of own fleet of different size and capacity, support to perform in competitive markets with better rates and superior performance for win-win solutions. Ritco strives hard to provide value added services to its clients by providing customized vehicles to give specific solutions which provides sustainability, cost efficiency and highly profitable for the company

Ritco's Digitalization:

Ritco's acquisition of Logro Sourcing Private Limited, including its wholly-owned subsidiary TrucksUp Solutions Private Limited, signifies a strategic move in the transportation and logistics industry. TrucksUp Solutions is a company that offers an app-based online truck booking platform with a focus on providing various services to vehicle owners who own 1-10 vehicles and contribute to maximum on-road fleet in our country. Over time, we expect this to change the dynamics of the trucking business by increasing their profits thru better asset utilization and reduced costs. We may also share some of our improved margins with the truck operators while providing them best service levels.

TrucksUp Solutions Private Limited is a pioneer in logistics technology, dedicated to creating innovative solutions that enhance connectivity and efficiency in the logistics industry. With a focus on cutting-edge technology and customer-centric service, TrucksUp Solutions Private Limited is committed to driving positive change in the logistics sector.

To ensure that loads are assigned promptly and effectively, the TrucksUp platform matches shippers and carriers in real-



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time using advanced algorithms. Shippers have complete visibility into their shipments because of real-time tracking and updates, which improves security and gives them peace of mind. With its user-friendly interface, the platform makes it simple for users to explore and handle their logistics requirements without having a lot of training.

The TrucksUp platform is built with robust security features to protect trucks. It provides accessibility to the truck owners and shippers to monitor the exact location and status of each vehicle, helping prevent theft and unauthorized route deviations. It allows both the shippers and truck owners to validate the vehicles' authenticity by confirming the RC from the government server to ensure that only the verified trucks are in use. These security measures not only enhance fleet safety but also build trust with trucks owners and shippers by providing transparent, accountable service. This commitment to sustainability aligns with the growing demand for environmentally responsible business solutions.

By leveraging Trucksup's advanced technology and services, Ritco can strengthen its position in the market and remain competitive in the evolving industry landscape.

Ritco Logistics Ltd. upholds its commitment to continuous enhancement through strategic investments in the expansion of its workforce, running assets and technological infrastructure. Anticipating the forthcoming era of pioneering advancements, the company envisions the development of groundbreaking innovations in the near future, solidifying its position as a leader in the industry.

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Safe Harbour:

This release contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Ritco Logistics’ future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency, exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Ritco Logistics undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.



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